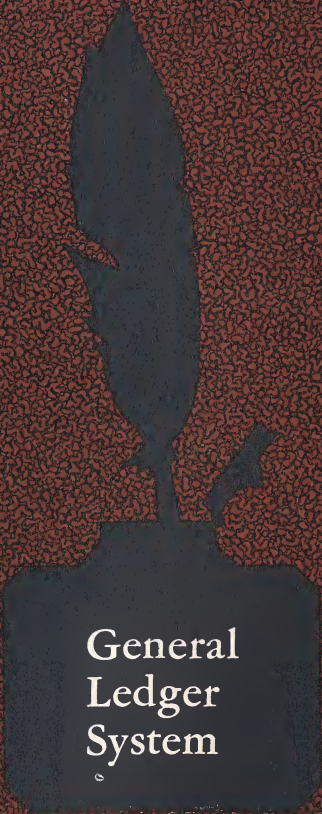


COMPUTER SCIENCES CORPORATION



General
Ledger
System



GL/II
for
BANKS

The Problem...

The Department of Commerce estimates that there are more than 3,000,000 individual businesses in the United States. These range from the very small neighborhood vendor to the international corporate complex. The most informed estimates available indicate that fewer than 100,000 of these business firms enjoy the benefits of a detailed form of computerized record-keeping. This represents less than four per cent of all American businesses.

Further, only a very small percentage of the firms directly or indirectly utilizing some sort of automated system have a complete, integrated, computerized general ledger system which serves all their requirements at all accounting levels.

Why? Why are public-accounting firms compelled to forego the economies for themselves and the greater service for their clients, and why have internal accounting departments (in most instances) not yet introduced the full scope of total, automated general ledger accounting?

For almost all, the answer lies in one or more of these five reasons:

- ✓ The original capital investment required for a competent computer hardware system
- ✓ The cost of designing and programming computer software to make an available hardware system effective
- ✓ The extreme time lapse between the determination of need and actual delivery of an operational general ledger system
- ✓ Lack of available personnel with the experience and expertise required to implement such a system
- ✓ In the case of the smaller business, the apparent impracticality of introducing advanced, electronic accounting procedures

*Chained To An Adding Machine -
Most accounting professionals and many businessmen
expend too much time in performing the tedious details
of accumulating, balancing, cross-checking, and
preparing reports - little time is left for business
development or financial counseling.*

ABOUT COMPUTER SCIENCES CORPORATION

The GL/II General Ledger System is only one product of Computer Sciences Corporation, a Company whose business is systems and whose "job it is to figure out how to". It mirrors the professional experience of the Nation's leading independent computer software firm.

Since its founding in 1959, Computer Sciences Corporation has become a major source for the development and implementation of computer-based systems. CSC has performed systems analysis, design, programming, simulation, testing, implementation, and facility management services for many of the Nation's leading computer users. Its clientele includes a substantial number of the "Fortune 500" companies, every major manufacturer of computer hardware, large civilian and military agencies of the Federal Government, and leading private institutions.

Without compromising the most rigid of standards, CSC has assembled one of the largest staffs of professional data system specialists in the world. The CSC technical staff represents the highest level of experience and education among comparable organizations in the information sciences. Leading technically-oriented staff members are at the MA, MS, and PhD levels.

Seasoned management personnel include former presidents of leading corporations in the information sciences field, civilian governmental officials, senior military commanders, and managers of large computer-oriented complexes.

On any basis — technical superiority, efficient and prompt performance, number of working systems designed and programs completed, dollar volume of business, financial responsibility, or by other meaningful comparison — Computer Sciences Corporation leads its field.





COMPUTER SCIENCES CORPORATION

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Offices and Facilities in Principal Cities Throughout the United States, Canada, Europe, and the Pacific

COMPUTER SCIENCES CORPORATION

ACCOUNTS RECEIVABLE SYSTEM



CSC'S AUTOMATED ACCOUNTS RECEIVABLE SYSTEM

This business analysis system is the only one of its kind available to banks today. It is built around a comprehensive accounts receivable system and provides reports such as daily transaction journal, aged trial balance, customer activity journal, account analysis report, plus complete billing for open, revolving and installment accounts.

It is unique because of the way it utilizes data obtained from accounts receivable to supply the businessman with complete merchandising information. This includes: inventory, sales analysis, buyer's reports, on-order status, and salesmen's commissions.

Designed for Banks

CSC's automated Accounts Receivable System was developed by a team of software specialists working with experienced bankers, merchandising executives, and CPA's. It is programmed in COBOL, and you can run it with your current EDP staff on your present third generation equipment.

Wide Application Range

The new Accounts Receivable System was expressly designed and developed to relieve your customer and his staff of bookkeeping and accounting procedures allowing them to focus on sales efforts. It

supplies complete, informative reports on daily and monthly bases to provide for accurate control of inventory, accounts receivable, sales analyses, salesmen's commissions, and other management information. It rapidly and efficiently handles all billing through preparation of monthly itemized statements for timely mailing, thus bettering customer relations and improving collections. CSC has incorporated all the skills of its professional staff, the accuracy of sound audit trails and backup record storage, plus the flexibility necessary to virtually custom-tailor the system to individual needs.

The system will effect a saving to your customer in both time and money by: paring his bookkeeping time to a minimum; doing away with expensive, high-maintenance accounting equipment; providing all necessary forms at no additional cost; preparing and mailing all monthly statements; fending against loss, fire, mishandling, burglary, and other dangers to his records and files; furnishing improved internal controls, better collections, and generally producing more satisfactory customer relations.

If desired, CSC's Accounts Receivable System can also provide accounting codes to ascertain which lines of merchandise and/or specific items customers prefer, and print labels or continuous

form envelopes for direct mail advertising. It also prepares and sets-up mailing lists.

Economy

This high performance system can be installed at a minimum cost, significantly less expensively than the development expenditures required for a new package. This comprehensive, flexible by design, easy to operate system can be installed on your bank's computers. The price of CSC's Accounts Receivable Program is a fixed cost which can be amortized over a specified period with the resultant economies passed on to your customers. This is similar to the manner that by which the banking industry has been able to steadily reduce maintenance charges on checking accounts.

Customer Appeal

An efficient, logical, expedient method of accounting is critical to profitable operation and good business management. The more accurate and timely the accounts receivable processing, the greater the potential for profitability. You can offer this invaluable customer service with CSC's Automated Accounts Receivable System. It will produce specific reports upon your businessman-client's request. And as often as he needs them. The sys-

tem respects your customer's privacy and reports selective information only to those responsible.

Background

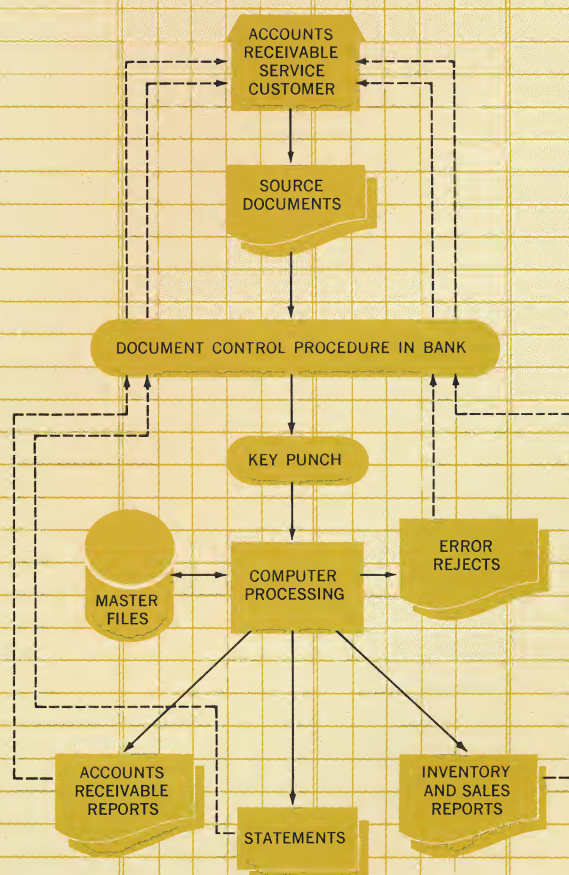
The CSC Automated Accounts Receivable System is the product of a company whose business is systems. It has resulted from the professional expertise of the world's largest computer software organization.

Among CSC's technical staff are persons with extensive experience in banking and accounting, including several former bank officers, familiar in depth with the planning and development of customer services. This breadth and depth of experience has contributed greatly to the system's responsiveness, comprehension and ease of operation.

Other features of the system — cost, flexibility, range of operation, highly efficient computer programs, efficient and economical use of computer time, and clear and easily understood operational documentation — stem from the many years experience of CSC's 3,000 professional systems analysts, programmers, and designers. They've developed a wide range of data systems for industry, government, and commerce through the application of a total capability in the information sciences.

Features and Advantages of the System

- Reduces bank operating expenses by providing a programmed selection of report types and frequencies tailored for each customer.
- Satisfies a wide variety of billing requirements — a powerful competitive advantage in attracting new customers.
- Improves cash flow for customers through comprehensive collection program.
- Improves customer profits through automatic computation of service charges.
- Provides greater profits to customers through comprehensive business analysis reporting, including inventory accounting, competitive sales analyses, salesmen's commissions, and on-order and buyer reports.
- Through accounting codes, allows bank clients to determine which lines or specific items of merchandise their customers prefer.
- Provides printed labels or continuous form envelopes for direct mail advertising.



ABOUT COMPUTER SCIENCES CORPORATION

Since its founding in 1959, Computer Sciences Corporation has become a major source for the development and implementation of computer-based systems. CSC has performed systems design and programming services for many of the nation's largest computer users, as well as for the major manufacturers of electronic data processing equipment.

In an industry characterized by constant and aggressive competition for the services of trained personnel, CSC has amassed one of the largest and most capable staffs of professional information systems specialists in the country. The technical staff at CSC represents the highest level of experience and education of any comparable organization in the information sciences.

On the basis of technical superiority, number of projects completed, total volume of business financial responsibility, or any other meaningful measure, Computer Sciences Corporation leads the field.



COMPUTER SCIENCES CORPORATION

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